

NYCEDC

New York City Economic Development Corporation



The City of New York

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www.edc.nyc

AMAZON'S NEXT HEADQUARTERS RFEI

Request for Expressions of Interest



RELEASE DATE

September 15, 2017

SUBMISSION DEADLINE

September 25, 2017

Table of Contents

OVERVIEW.....	3
New York City’s Competitive Advantages	3
Expression of Interest Summary	4
EXPRESSION OF INTEREST REQUIREMENTS.....	6
Respondent Description.....	7
RESPONSE SUBMISSION.....	8
RFEI Addenda	8
RFEI Timeline.....	9
APPENDIX I: CONDITIONS, TERMS AND LIMITATIONS.....	10

OVERVIEW

Amazon, one of the world's leading internet retailers and technology companies based in Seattle, Washington, has released a request for proposals¹ to determine the location for its second corporate headquarters. The City of New York intends to submit a response to Amazon's RFP ("Proposal") in collaboration with the State of New York through the Empire State Development Corporation. To that end, New York City Economic Development Corporation, on behalf of the City, is pleased to release this request for expressions of interest ("RFEI") to solicit ideas and information regarding space, programs, and other assets that could be included in the City's Proposal.

New York City's Competitive Advantages

New York City's record growth sets us apart as a city. Like Amazon, New York City is constantly reinventing itself. It is the only city in North America that can accommodate the future growth that Amazon shows every intent of achieving. New York has long been a global economic engine and over the past several decades has built a diversified economy to support a fast growing population that counts diversity as a core strength. The City is home to 8.5 million people and is expected to reach 9 million by 2040. An additional 60.3 million people visited last year. Nearly half of New York's labor force is foreign born, and over 200 languages are spoken.

As Amazon continues to expand, New York City, with its world class industry and educational partners in every relevant sector, is its logical home. New York has over 100 institutions of higher education and the largest public higher education system in the country. Recent investments in the applied sciences at Columbia and NYU and the opening of Cornell Tech will ensure that New York is a leader in engineering talent. New York also has more Fortune 500 companies than any other city. These large companies are innovating through investments in technology and the growth of a vibrant start-up scene. The emergence of companies like Google, Facebook, AppNexus and MongoDB show that the City is now home to significant tech enterprise and talent. Amazon is already part of New York City's tech scene and will be able to leverage its existing foothold in its growth.

New York City's tech ecosystem is a major emphasis of *New York Works*, the Mayor's 10 year plan to create 100,000 quality jobs, and the City is committed to continuing to build and diversify its economy. Amazon's search for a second headquarters aligns with the Mayor's vision and could offer New Yorkers access to up to 50,000 good quality jobs.

Finally, New York City has a long track record of executing on transformational projects like Amazon's second headquarters. From the City's efforts in the 1990's to revive Times Square and transform it into a bustling hub at the crossroads of the world, to more recent efforts to deck 28 acres of railyard on the West Side of Manhattan and create the City's next great commercial

¹ A copy of the Amazon RFP can be found online at https://images-na.ssl-images-amazon.com/images/G/01/Anything/test/images/usa/RFP_3_V516043504.pdf

district, to this week's opening of the Cornell Tech campus on Roosevelt Island with its promise to double the number of full time graduate engineering students in the years ahead, New York City and NYCEDC know how to deliver large scale, transformational projects.

Expressions of Interest that incorporate and build on these competitive advantages are preferred.

Expression of Interest Summary

The City sees potential for a transformational Amazon headquarters at several large-scale publicly-controlled sites, but in order to submit the strongest Proposal to Amazon, the City is also seeking Expressions of Interest for space, programs, and other assets that could complement these sites.

Proposals for Amazon's second corporate headquarters must provide at least 500,000 square feet of space by 2019, and up to 8,000,000 square feet beyond 2027 (the "Project"). Amazon will consider greenfield sites, infill sites, existing buildings, or a combination of these options for the Project. The building(s) and/or site(s) should be within two miles of major highways and arterial roads. The location should also enjoy direct access to mass transit. Additional criteria can be found in Amazon's RFP.

Respondents to this RFEI ("Respondents") should suggest building(s) and/or site(s) to be included in the City's Proposal that meet or exceed the location, access, entitlement, and infrastructure parameters in Amazon's RFP and can contribute towards the total square footage requirements. Respondents should have site control with respect to the proposed building(s) and/or site(s). Respondents are encouraged to consider partnerships with property owners, institutions, or other stakeholders to the extent a joint proposal is most responsive to this RFEI and Amazon's RFP. Finally, Respondents are invited to propose concepts that make use of publicly-controlled sites (i.e., under City, State, Port Authority, or other public entity control) to accommodate either commercial building(s) and/or site(s) or an accompanying residential program.

Expressions of Interest should seek to achieve New York City policy objectives including catalyzing resilient development in outer borough commercial districts, minimizing displacement of industrial uses, establishing partnerships and programming that will connect underserved communities to good jobs, and promoting mixed use communities.

Expressions of Interest should also creatively reflect Amazon's community focused and collaborative culture. Emphasis should be given to neighborhood-wide urban design strategies, walkability, environmental sustainability, ground-level amenities, and diversity in building character.

NYCEDC may seek additional information from Respondents after receiving expressions of interest. Additionally, NYCEDC may elect to release a targeted request for proposals to select Respondents to this RFEI and potentially other parties at a later time. Notwithstanding, NYCEDC

reserves its right to select a Respondent's building(s) and/or site(s) based on this RFEI without further process, and to include such selection in the City's Proposal. Selection will be based on the following factors: (i) responsiveness of the Respondent's expression of interest to the criteria identified in the Amazon RFP; (ii) completeness and quality of the overall response; and (iii) the qualifications, experience, readiness and financial capacity of the Respondent.

Respondent's responses to this RFEI ("Expressions of Interest") are due at 10:00AM on Monday, September 25, 2017 ("Submission Date").

EXPRESSION OF INTEREST REQUIREMENTS

NYCEDC seeks Expressions of Interest that achieve or contribute towards Amazon's total square footage requirements for the Project. Expressions of Interest that meet or exceed the location, access, entitlement, and infrastructure parameters in Amazon's RFP are strongly preferred.²

- (1) Respondents should provide a narrative explaining how the proposed building(s) and/or site(s) are responsive to Amazon's stated criteria. Please include a map of properties identifying the building(s) and/or site(s).
- (2) For each proposed building or site, include the following information:
 - a. Location
 - b. Total available square feet (gross, rentable and usable)
 - c. Anticipated timeline for possession and occupancy
 - d. Financial terms
 - i. Sale: Purchase price
 - ii. Lease: Rent, operating expenses included and excluded in rent, other charges (if applicable), tenant improvements offered, and concessions
 - iii. If the Respondent seeks to lease commercial office space, indicate under what circumstances there would be an opportunity for a tenant to purchase said space
 - e. Description of Respondent's site control (e.g., fee owner or ground lessee) including a description of the control and ownership of any special purpose entities, if applicable
 - f. Zoning and land use description
 - g. Any leasing, use, or other pertinent controls
 - h. Environmental condition
 - i. Sustainability features and any certifications received or intended to be received (e.g., LEED)
 - j. Resiliency features
 - k. Information on available utilities and infrastructure (including cellular phone coverage maps and fiber connectivity)
 - l. Building amenities
 - m. Opportunities to increase:
 - i. The amount of space available in 2019
 - ii. The maximum total square footage
- (3) For each cluster of building(s) and/or site(s) or individual building or site (if only one building or site is submitted) describe:
 - a. Existing and planned mass transit options, including the capacity of those transit options

² NYCEDC will accept submissions which do not meet these parameters provided they are accompanied by recommendations on how the building(s) and/or site(s) could be made to comply with the parameters.

- b. Neighborhood amenities currently available and proposed
 - c. Potential synergies with current tenants (as applicable) or institutions in close proximity (e.g., within walking distance) to the proposed building(s) and/or site(s)
 - d. Residential opportunities for the anticipated Amazon workforce, particularly options that are affordable for Amazon's employees based on the stated income levels. Also include any opportunities to develop housing, including potential employer-assisted housing, nearby or on-site
 - e. Respondents should provide information demonstrating how their proposed commercial office space would be attractive as a potential site for Amazon
 - f. Respondents are encouraged to present site plans, renderings, or other illustrative materials to articulate their vision
- (4) If possible, describe how the Respondent intends to secure space for Amazon's future growth needs and opportunities to provide space beyond the 8,000,000 square feet specified in Amazon's RFP.
- (5) Please describe how the Respondent's Expression of Interest reflects New York City's strengths.
- (6) Please provide any additional information with respect to the Respondent and its Expression of Interest that would be useful in supporting the case for Amazon's second headquarters in New York City, such as the qualifications, experience, readiness and financial capacity of the Respondent.

Respondent Description

Respondents must demonstrate sufficient qualifications and experience to be included in the City's Proposal. Each Expression of Interest must include the following:

- Respondent's organizational structure;
- Brief description of the Respondent's previous experience;
- Description of each member of the Respondent's team including consultants such as architect, urban designer, landscape architect, and general contractor, specifically describing the member's relationship to the Respondent; and
- Name, address, telephone number, fax number, and email address of the individual who will be authorized to act on behalf of the Respondent as the primary contact and who is available to answer questions or requests for additional information.

In addition, Respondents should include a letter of support from a Principal of the Respondent addressed to the City for the City's Proposal to Amazon.

Respondents are strongly encouraged to limit their responses to a maximum of five pages with supporting documentation in appendices.

RESPONSE SUBMISSION

Ten (10) hard copies of the Expression of Interest and one (1) electronic version of the Expression of Interest, on flash drive, must be delivered by September 25, 2017 at 10:00AM. Any PDFs of the Expression of Interest should be in Searchable PDF format. Responses to Section (2) of the Expression of Interest Requirements must be submitted in excel format (with each category [a – m] in separate rows and each building or site in separate columns).

Expressions of Interest should be submitted in a sealed envelope identified by “**Amazon Next Headquarters RFEI**.” On the envelope, Respondents should indicate the Borough(s) and neighborhood(s) their building(s) and/or site(s) are located within. Expressions of Interest should be submitted by hand delivery, express mail, or courier services to NYCEDC at the following address:

New York City Economic Development Corporation
110 William Street, 4th Floor Mailroom
New York, New York 10038
Attn: Maryann Catalano, Chief Procurement Officer, Contracts

NYCEDC may, in its sole discretion, invite a Respondent or Respondents to interview after reviewing their Expression of Interest. To that end, NYCEDC requests that all Respondents be available for an interview or interviews on Tuesday, September 26th; Wednesday, September 27th; and Thursday, September 28th. Interviews will take place at 110 William Street, New York, NY 10038. Respondents should note that an invitation to interview does not constitute a determination that a Respondent's or Respondents' Expression(s) of Interest conform(s) to the requirements of the RFEI, and NYCEDC reserves the right to request additional information.

All inquiries regarding this RFEI should be directed to: AMAZONRFEI@edc.nyc. Questions will be accepted until 10:00AM on Tuesday, September 19, 2017. Answers, if any, will be posted on a rolling basis at <http://www.nycedc.com/rfp> up to 12:00PM on Wednesday, September 20, 2017.

NYCEDC reserves the right, in its sole discretion, to withdraw or modify this RFEI and to reject any Expression of Interest as being non-responsive or if it is in the best interest of the City or NYCEDC to do so (see **Appendix I** for Conditions, Terms and Limitations). NYCEDC also reserves the right, in its sole discretion, to select part of a proposal or team to include in its Proposal.

Expressions of Interest that are incomplete or not in conformance with the requirements of this RFEI may be eliminated from further consideration.

RFEI Addenda

NYCEDC reserves the right to amend or withdraw this RFEI at any time. In order to be considered, Expressions of Interest must conform to any addenda that may be issued to this RFEI. NYCEDC

will advise all Respondents who have requested a copy of this RFEI, by email, of any addenda, clarifications or revisions.

If, in NYCEDC's judgment, additional time is required for Respondents to prepare their Expressions of Interest, NYCEDC reserves the right to grant an extension of the deadline for submission of the Expressions of Interest.

RFEI Timeline

The following schedule has been established for this RFEI:

Release of RFEI.....	September 15, 2017
Question Submission Deadline	September 19, 2017
Answers Posted	September 20, 2017
Submission Date	September 25, 2017
Interview(s)	September 26, 2017
Interview(s)	September 27, 2017
Interview(s)	September 28, 2017

APPENDIX I: CONDITIONS, TERMS AND LIMITATIONS

In addition to those stated elsewhere, this RFEI and all responses submitted in connection with this RFEI are subject to the conditions, terms and limitations stated below:

In connection with its review of the Expressions of Interest submitted pursuant to this RFEI, NYCEDC may require one or more Respondents to provide greater detail concerning one or more aspects of the Expression of Interest of such Respondent(s). In addition, NYCEDC may schedule interviews with one or more Respondent(s) for which interviews such Respondents may be required to make its/their principal(s) and key employees available. Interviews shall be at the sole discretion of NYCEDC and may or may not be conducted and may or may not be scheduled for all Respondents. NYCEDC reserves the right to request from any Respondent such other information and materials as it may, in its sole discretion, deem necessary or desirable in addition to the information required under this RFEI. The holding of any such discussions, conducting of such interviews and/or the making of such request for any such additional information or materials shall not constitute selection of a proposal, or in any other way impose on NYCEDC any obligation to any Respondent. NYCEDC shall not have any legal obligation to any Respondent.

Respondent(s) shall cooperate in supplying any information as may be required with respect to any governmental review and approval that may be necessary in connection with the program.

Recipients of this RFEI shall make no news, statements to the press, or press release pertaining to this without prior written approval from NYCEDC. Upon submission of a response to this RFEI, Respondents, and their representatives and agents, shall treat their responses and all information obtained from the City or NYCEDC in connection with this RFEI that was not in the public domain prior to the time they obtained it from the City as confidential information, and shall not discuss, publish, divulge, disclose or allow to be disclosed the confidential information to any other Respondent or any other person, firm or entity, including press or other media, without NYCEDC's prior written approval. Respondents shall refer all press and other inquiries concerning this RFEI and the confidential information, without further comment, to Anthony Hogrebe, Senior Vice President, NYCEDC Public Affairs at (212) 312-3804.

A Respondent, and all officers, principals, principal shareholders, partners and members thereof, if applicable, may be required by NYCEDC to complete a background questionnaire and shall be subject to investigation by NYCEDC and the City's Department of Investigation. The selected Respondent(s) shall cooperate in supplying any information as may be required with respect to the disclosure forms required as part of the Procurement and Sourcing Solutions Portal (PASSport) process, which are available online at www.nyc.gov/passport, and any other government review and approval forms. The selection of a Respondent may be rejected or revoked, or the contract, if awarded, terminated for cause, in NYCEDC's sole discretion, in the event any materially derogatory information is revealed by such investigation or otherwise including, without limitation, that any such persons or any other persons substantially involved in the Respondent's activities has committed any of the acts or omissions specified as the grounds for debarment in the City's *Procurement Policy Board Rules*. NYCEDC and the City reserve the right not to review any response by any such Respondent.

All Expressions of Interest submitted to NYCEDC in response to this RFEI may be disclosed in accordance with the standards specified in the Freedom of Information Law, Article 6 of the Public Officers Law of the State of New York ("FOIL"). A Respondent may provide in writing, at the time of its submission, a detailed description of the specific information contained in its submission

which it has determined is a trade secret and which, if disclosed, would substantially harm such entity's competitive position. This characterization shall not be determinative, but will be considered by NYCEDC when evaluating the applicability of any exemptions in response to a FOIL request.

Neither the City nor NYCEDC shall be liable for any cost incurred by the Respondent in the preparation of its Expression of Interest or for any work or services performed by the Respondent prior to the execution and delivery of the contract. Neither the City nor NYCEDC is obligated to pay any costs, expenses, damages or losses incurred by any Respondent at any time unless NYCEDC or the City has expressly agreed to do so in writing.

The selection of Respondent(s), if any, will depend on satisfaction of the documentation and review requirements described in this RFEI, and may be subject to the subsequent approval of the Mayor or other governmental authorities.

This is a "Request for Expressions of Interest" and not a "Request for Bids". NYCEDC shall be the sole judge of whether a proposal conforms to the requirements of this RFEI and of the merits and acceptability of the individual proposals. Notwithstanding anything to the contrary contained herein, NYCEDC reserves the right to take any of the following actions in connection with this RFEI: amend, modify or withdraw this RFEI; waive any requirements of this RFEI; require supplemental statements and information from any Respondents to this RFEI, including, if the proposer is a joint venture, a copy of a joint venture agreement; award a contract to as many or as few or none of the Respondents as NYCEDC may select; accept or reject any or all proposals received in response to this RFEI; extend the deadline for submission of proposals; negotiate or hold discussions with one or more of the Respondents; permit the correction of deficient proposals that do not completely conform with this RFEI; waive any conditions or modify any provisions of this RFEI; reject any or all proposals and cancel this RFEI, in whole or in part, for any reason or no reason, in NYCEDC's sole discretion. NYCEDC may exercise any such rights at any time, without notice to any Respondent or other parties and without liability to any Respondent or other parties for their costs, expenses or other obligations incurred in the preparation of a proposal or otherwise. All proposals become the property of NYCEDC.

The City and NYCEDC, and their respective officers, employees, and agents, make no representation or warranty and assume no responsibility for the accuracy of the information set forth in this RFEI.

Only responses from principals will be considered responsive. Individuals in representative, agency or consultant status may submit responses only under the direction of identified principals, where the principals are solely responsible for paying for such services.

This RFEI and any agreement resulting herefrom are subject to all applicable laws, rules, regulations and executive orders, policies, procedures and ordinances of all Federal, State and City authorities, as the same may be amended from time to time, including without limitation, equal employment opportunity laws.